High-Impact Sales Strategy

Past Participant Profile

Top Five Countries

- United States: 52%
- India: 17%
- Mexico: 4%
- Germany: 4%
- The Netherlands: 4%

Top Five Industries

- Services: 17%
- Manufacturing: 15%
- Finance, Insurance, and Real Estate: 6%
- Utilities and Infrastructure: 6%
- Retail Trade: 6%

Top Five Job Functions

- Sales: 60%
- General Management: 15%
- Business Development: 6%
- Marketing: 4%
- Information Technology: 2%

Management Levels

- Senior: 43%
- Top: 25%
- Middle: 23%